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Message Text

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PAGE 01 SEOUL 07624 290755Z
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W
----------001415 292024Z /13
R 290420Z AUG 78
FM AMEMBASSY SEOUL
TO USDOC WASHDC
INFO SECSTATE WASHDC 3144
AMEMBASSY SINGAPORE
AMEMBASSY TOKYO
AMEMBASSY MANILA
AMCONSUL HONG KONG

UNCLAS SEOUL 7624

E.O. 11652: NA
TAGS: BENC, KS
SUBJECT: MAJOR PROJECT: NAM HAN PAPER MFG. CO. EXPANSION

1. PROJECT DESCRIPTION:

NAM HAN PAPER MANUFACTURING CO., LTD., A MEMBER OF THE IL SHIN GROUP (SILK, ELECTRONICS, CONSTRUCTION, NEWSPAPER, RADIO AND A UNIVERSITY), SEEKS PRODUCT INFORMATION PACKAGES (INCLUDING PRICES AND SPECS) RE A PRODUCTION LINE FOR FINE QUALITY WRITING AND PRINTING PAPER. FIRM WHICH IS ONE OF 3 LARGEST KOREAN TISSUE PAPER PRODUCERS (ANNUAL SALES $20 MILLION) DESIRES LATEST U.S. EQUIPMENT TO MAKE APPROXIMATELY 150 TO 200 METRIC TONS PER DAY. SPEED OF THE EQUIPMENT SHOULD BE ABOUT 600 INCHES PER MINUTE WITH A WIRE WIDTH OF 170 INCHES TO PRODUCE PAPER WEIGHING BETWEEN 30 TO 100 GRAMS PER SQUARE METER.

2. IMPLEMENTING OFFICE:

MR. HWANG EUI-KWON
MANAGER, PLANNING AND DEVELOPMENT
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NAM HAN PAPER MFG. CO., LTD.
CPO BOX 1169, SEOUL, KOREA
(CABLE ADDRESS "TISSPAPER" - TEL. 267-4191/5)

3. COST AND FINANCING:

TOTAL PROJECT COSTS ARE UNKNOWN AND HAVE NOT BEEN ARRANGED,

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BUT NAM HAN BELIEVES IT CAN OBTAIN FINANCING LOCALLY. NEVERTHELESS NAM HAN WOULD ALSO WELCOME FOREIGN SUPPLIERS CREDITS FROM U.S. FIRMS. NO REPEAT NO CONSULTANT SERVICES OR TCHNICAL LICENSING ARE REQUIRED FOR THE PROJECT.

4. EXPECTED IMPLEMENTATION DATE:

MR. HWANG EXPECTS THAT INVESTIGATION OF SOURCES AND SELECTION OF EQUIPMENT CAN BE ACCOMPLISHED BY THE END OF 1978 AND PURCHASE CAN BE CONTRACTED BY JANUARY 1979.

5. POTENTIAL U.S. SALES:

NAM HAN DESIRES COMPLETE EQUIPMENT FOR A FINE WRITING AND PRINTING PAPER LINE INCLUDING COMPUTERIZED CONTROL CAPABILITY. HE HAS IDENTIFIED THE "TWINVER FORMER" LINE PRODUCED BY THE BELOIT CO., 1 ST. LAWRENCE AVENUE, BELOIT, WISC. 53511, AS A PRIME EXAMPLE OF THE KIND OF EQUIPMENT IN WHICH NAM HAN IS INTERESTED. ADDITIONALLY, THE BLACK CLAWSON, INC. LINE CALLED "VERTI-FORMA" MACHINERY IS OF INTEREST. HOWEVER, MR. HWANG UNDERSTANDS THAT IT IS PRODUCED UNDER CLAWSON LICENSE IN JAPAN, AND IF SO, NAM HAN WOULD NOT REPEAT NOT CONSIDER IT. BLACK CLAWSON INC. IS LOCATED AT 605 CLARK STREET, MIDDLETOWN, OHIO 45042.

POST COMMENTS:
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MR. HWANG DESIRES INFORMATION ONLY ON U.S. EQUIPMENT MADE IN THE U.S. BECAUSE, TECHNOLOGICAL AND DURABILITY QUESTIONS ASIDE, JAPANESE EQUIPMENT WOULD BE UNLIKELY TO BE LICENSED FOR IMPORT INTO KOREA. ALTHOUGH HE HAS IDENTIFIED TWO PARTICULAR U.S. MANUFACTURERS, HE DOES NOT NECESSARILY WISH HIS CONSIDERATION TO BE LIMITED SOLELY TO TWO FIRMS IF COMPARABLE EQUIPMENT IS PRODUCED BY OTHERS. REQUEST MEPD ALERT BELOIT AND BLACK CLAWSON INC. TO NAM HAN'S INTEREST TOGETHER WITH OTHER U.S. PRODUCERS OF ADVANCED MACHINERY FOR QUALITY WRITING AND PRINTING PAPERS.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 29 aug 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Source: CORE
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Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
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Format: TEL
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Legacy Key: link1978/newtext/t19780813/aaaaakgd.tel
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Original Previous Handling Restrictions: n/a
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Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1589515
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: NAM HAN PAPER MFG. CO. EXPANSION
TAGS: BENC, KS
To: COM
Type: TE
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